

Message Text

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PAGE 01 STATE 225471
ORIGIN EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 /036 R

DRAFTED BY EB/OA:MHSTYLES:VLV
APPROVED BY EB/TRA:JRATWOOD
EUR/CE - WRYERSON
CAB - DFARMER (SUB)
-----124614 061754Z /11

O R 061628Z SEP 78
FM SECSTATE WASHDC
TO AMEMBASSY BONN IMMEDIATE
INFO AMEMBASSY PARIS
AMEMBASSY LONDON
USMISSION USBERLIN

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E.O. 11652: N/A

TAGS: EAIR, GW

SUBJECT: CIVAIR - PAN AM RTW AIR FARE

REF: BONN 13751; GALLAGHER-ATWOOD TELCONS

1. IN PRINCIPLE, USG STRONGLY SUPPORTS LOW AIR FARES TO
AND FROM BERLIN (BOTH IN BERLIN CONTEXT AND BECAUSE US
CIVAIR POLICY FAVORS LOW AIR FARES). HOWEVER, WE ARE CON-
CERNED OVER ALLOWING PAN AM TO INSTITUTE PROPOSED ROUND-THE-
WORLD (RTW) AIR FARES FOR BERLINERS AT THIS PARTICULAR TIME
BECAUSE OF FRG OPPOSITION, STEMMING PRESUMABLY FROM FEAR
THAT PAN AM WILL ALLOW LOW RTW FARES TO BE SOLD TO FRG
RESIDENTS. IN FACT, IT IS DIFFICULT SEE HOW PAN AM COULD
PREVENT ENTERPRISING AGENTS FROM SELLING RTW TICKETS TO FRG
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RESIDENTS. (AGENT WOULD HAVE TO ISSUE TICKET IN BERLIN, OR
STAMP IT AS SO ISSUED, BUT PASSENGER WOULD SIMPLY THROW
AWAY BERLIN-FRANKFURT COUPONS AND STILL BUY VERY CHEAP RTW
TRANSPORTATION.) APPROVAL OF RTW FARE BY ATTACHES COULD
THUS BE VIEWED BY FRG AS A PAN AM OR EVEN USG ATTEMPT TO
USE ITS ROLE IN BERLIN AVIATION TO FORCE FRG TO ACCEPT A
SPECIFIC LOW FARE WHICH IT HAS DISAPPROVED FOR DIRECT SALE

IN FRG. WE PARTICULARLY WANT TO AVOID THIS SITUATION ON
EVE OF BILATERAL CIVAIR NEGOTIATIONS TO BEGIN SEPTEMBER 12.

2. US CAA SHOULD THEREFORE ADVISE PAN AM THAT ACTION ON
AIR FARE APPLICATION IS BEING DEFERRED IN VIEW OF
QUESTIONS WHICH HAVE BEEN RAISED OF ITS POTENTIAL FOR
ABUSE AND THE NEED TO CONSULT MORE FULLY WITH OTHER
ALLIES. CAA MAY INVITE PAN AM TO SUBMIT ADDITIONAL INFOR-
MATION ON HOW ABUSE IS TO BE AVOIDED, BUT HE SHOULD MAKE
IT CLEAR THAT PAN AM MAY NOT OFFER THE FARES UNTIL FORMAL
APPROVAL IS GIVEN. CHRISTOPHER

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NNN

Message Attributes

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Disposition Approved on Date:
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